



In This Issue:

I. What's Happening at NIA

1. NIA-IIA Webinar on Digital Innovation in MSME Insurance
2. NIA-Munich Re Advanced Workshop in Engineering
3. RAISE: Learning & Development Intervention for PSGICs
4. AICL Kick Off Meet

II. Regulatory Developments

III. Industry Flash Figures

IV. Topical Article

V. Insurance News

I. WHAT'S HAPPENING AT NIA

1. NIA-IIA Webinar on Digital Innovation in MSME Insurance

National Insurance Academy, Pune, along with India Insurtech Association, organised a webinar on the topic "Digital Innovation in MSME Insurance" on 11th July 2022 to benefit the participants from experience of the Industry Experts and CEO's from InsurTech companies.



**DIGITAL INNOVATION
IN MSME INSURANCE**

PANEL DISCUSSION



G Srinivasan
Director, NIA



(Panelist)

Hemant Luthra
Head of Corporate
Business and Alliances,
Edelweiss General
Insurance



(Panelist)

Ravi Ranjan
Head - Strategy,
Pazcare



(Panelist)

Vikas Anand
CEO, SafeTree

**11 JULY, 2022
4PM IST**

IIA Sponsors

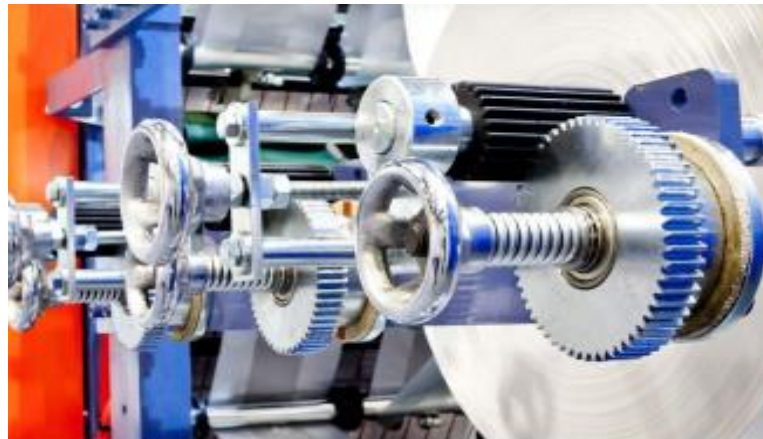


2. NIA-Munich Re Advanced Workshop in Engineering

National Insurance Academy, Pune and Munich Re are organizing an Advanced Workshop in Engineering on 05th and 06th September 2022. For more details, visit:

<https://niapune.org.in/programmes/2022->

[2023/pdf/NIA_MRIndia_Engineering_Workshop%205%20&%206th%20september%202022.pdf](https://niapune.org.in/programmes/2022-2023/pdf/NIA_MRIndia_Engineering_Workshop%205%20&%206th%20september%202022.pdf)



National Insurance Academy and Munich Re

Advanced workshop in engineering

5 to 6 September, 2022



Munich RE 

3. RAISE: Learning & Development Intervention for PSGICs

Under the aegis of GIPSA (General Insurance Public Sector Association), National Insurance Academy is organizing a comprehensive learning and development intervention for Public Sector General Insurance Companies called the RAISE (Rebuild, Accelerate, Inspire, Sustain Excellence). The programme is a multi-dimensional intervention for the Senior Management and Select Middle Ranking Officials of the 4 Public Sector General Insurance Companies which is being conducted between July 22 and October 22, 2022.

4. AICL Kick Off Meet

On 21st July, the Kick Off meet of AICL's Organisational Transformation Consultancy project was held at NIA Pune which was chaired jointly by Shri G. Srinivasan, Director NIA and AICL CMD, Shri M.K. Poddar, along with the Project Team of NIA and Senior Management of AIC viz. General Managers, Deputy General Managers and 3 Regional Managers.

II. REGULATORY DEVELOPMENTS

1. Circulars:

a. Standards and Benchmarks for the Hospitals in the Provider Network. Click here for the circular:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4762&flag=1

b. Use and File Procedure for Retail Products for Agriculture & Allied Activities. Click here for the circular:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4755&flag=1

c. Introduction of new add-ons in Motor Insurance. Click here for the circular:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4749&flag=1

2. Press Release:

a. Ease of filing insurance products for Agriculture and allied activities. Click here for press release:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4760&flag=1

b. Bima - Manthan. Click here for press release:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4747&flag=1

c. Sophisticated Add-Ons to Motor - Own Damage policy. Click here for press release:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4750&flag=1

d. IRDAI eases capital requirement under PMJJBY – encourages more insurers to participate. Click here for press release:

https://www.irdai.gov.in/ADMINCMS/cms/whatsNew_Layout.aspx?page=PageNo4726&flag=1

III. INSURANCE INDUSTRY FLASH FIGURES FOR JUNE 2022

For monthly insurance industry data, click on:

1. [Life Insurance](#) (Source: LI Council)
2. [Non-Life Insurance](#) (Source: IRDAI)

IV. TOPICAL ARTICLE

On-boarding Life Insurance Customers: Individual Business

In the Life Insurance sector, Individual Agents & Bancassurance channel continues to be the major contributors of Insurance Individual business, for the Financial Year 2021-22. They are still the distribution channel, which the customers find very comfortable and reliable for on boarding.

Almost 90% of Life Insurance Individual Business came in FY 2021-22 from Individual agents and Bancassurance channel. Around 2.91 Crore Individual policies were procured during the FY 2021-22, out of which 2.24 Crore were contributed by individual agents and 37.83 Lakhs by Bancassurance channel respectively (Figure-1).

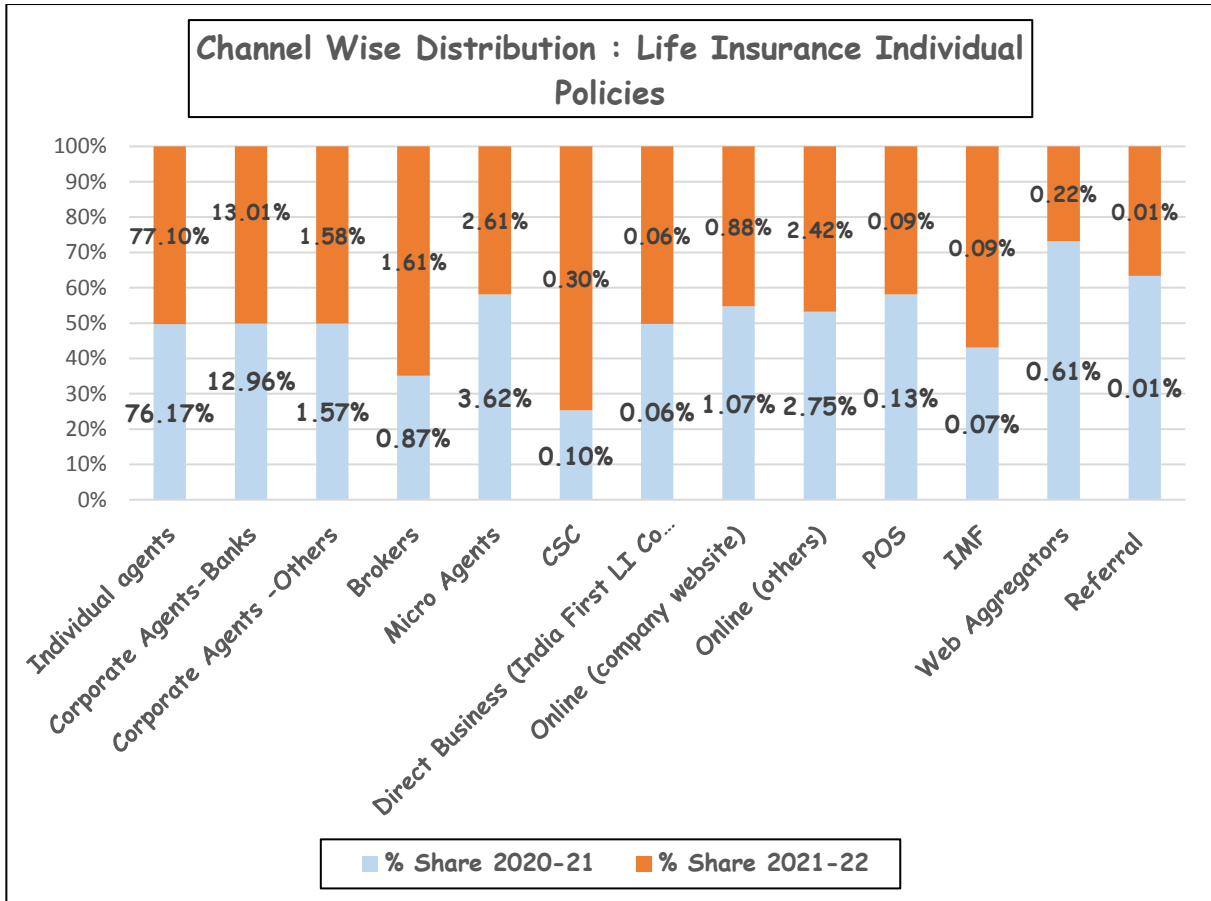


Figure-1

Individual agents contributed Rs 68794 Crore First Year Premium and Bancassurance channel contributed Rs 40019 Crore First year premium of the total First Year Individual Premium of Rs 125344 Crore in FY 2021-22 (Figure-2).

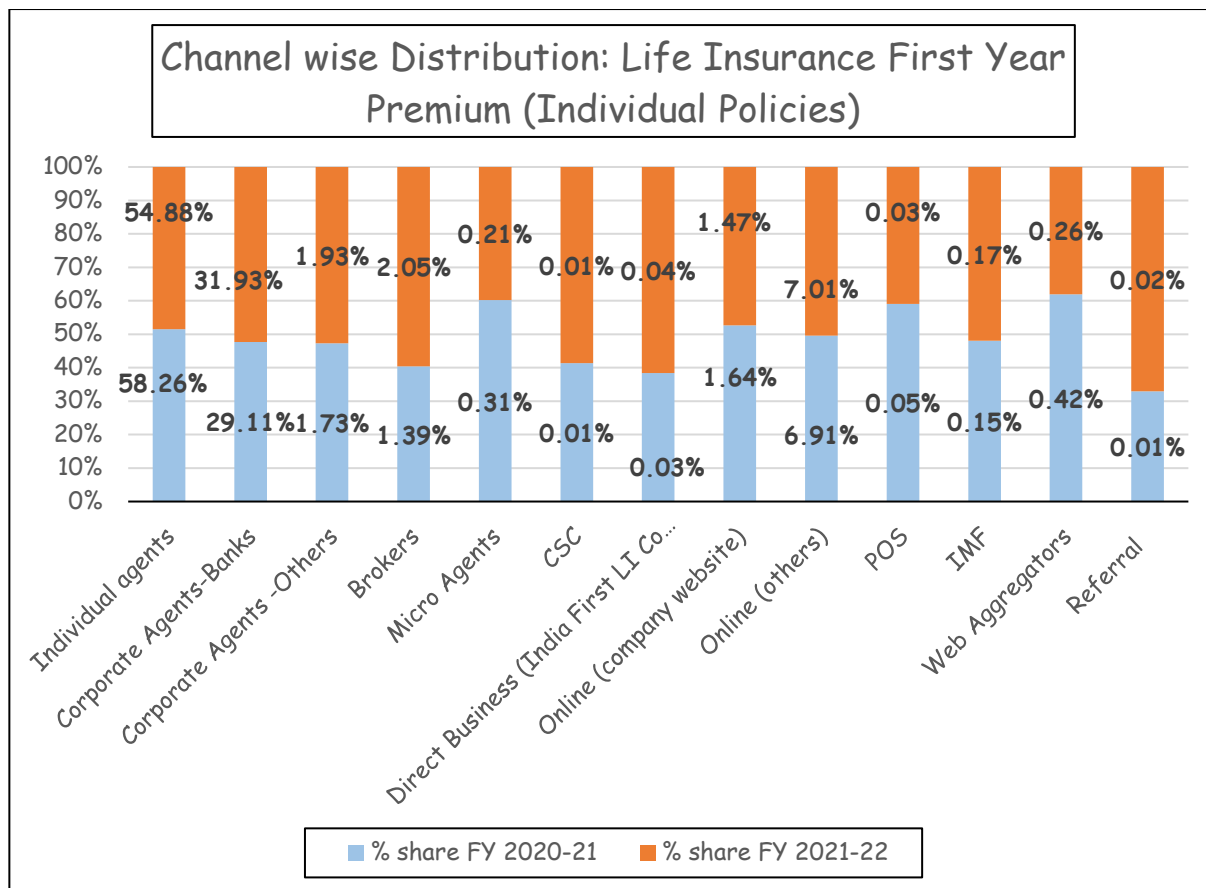


Figure-2

As per the Swiss Re Report Sigma No. 3/2021, Life Insurance penetration (Premium as percentage to GDP) is 3.2% and Life Insurance density (Premium Per capita) is 59 USD in India. We have a large population, which is still to be brought under the ambit of Insurance coverage. Keeping this in mind and providing other channels for easy accessible and affordable on boarding of Life insurance customers, Life Insurers have also come out with other distribution channels like Online, Brokers, Corporate Agents (other than Banks), Web Aggregators, Micro Agents, Common Service centres etc.

Industry is very hopeful that with their products & distribution Channel mix, they will be able to reduce Mortality Protection Gap.

Source: Life Insurance Companies Public disclosures

(By Sandeep Pandey, Research Associate, NIA)

V. INSURANCE NEWS

Health insurance: Should you buy a critical illness insurance policy?

With medical treatment getting increasingly expensive, it is important to buy a critical illness

insurance policy. The policy can be taken either as a rider with a life insurance or health insurance policy or can be purchased as a standalone policy.

Insurance companies cover around three dozen critical illnesses such as cancer, kidney failure, major organ transplant, etc. On diagnosis of any of the listed critical illnesses, the insurance company will pay the full sum insured which will cover the cost of the specific treatment. As the policyholder will suffer loss of income because of the critical illness, the pay-out will help him pay for the treatment costs, support his family financially and compensate for the loss of income immediately. On the other hand, a health insurance plan is an indemnity plan which pays the expenses (cashless or reimbursement) actually incurred.

To read the whole article click on: <https://www.financialexpress.com/money/insurance/health-insurance-should-you-buy-a-critical-illness-insurance-policy/2612536/>

Regulator considers several changes to insurance operations

The board of the IRDAI has discussed a number of proposed changes to the operations of insurers, including increasing the number of insurers that corporate agents can work with.

The IRDAI is considering allowing corporate agents to tie up with up to nine insurers in the general, life, and health insurance branches each. This would provide a significant boost to the bancassurance channel. Currently, corporate agents are permitted to distribute the products of three insurers in each branch.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article?id=81725&Type=eDaily>

New rules may open floodgates for AI-driven auto insurance

Artificial intelligence (AI) is set to transform the vehicle insurance industry in India, with car sellers and insurers offering AI-powered solutions for policy renewals.

As part of the process, customers can capture photos and videos of vehicles and upload them on a cloud-based app. The AI-powered model generates an automated inspection report on the extent of damages within a few seconds to determine if the vehicle should be insured.

To read the whole article click on: <https://www.livemint.com/technology/tech-news/new-rules-may-open-floodgates-for-ai-driven-auto-insurance-11659001979194.html>

OPD Insurance: Add-on plan to cover consultation charges launched – Check coverage

The cost of hospitalization is increasing and the importance of health insurance plan is also rising. While health insurance plans provide coverage if there is a minimum 24-hour hospitalisation, many health covers also provide coverage for daycare treatments. However, OPD expenses are still not covered by most health insurance plans. If the health plan doesn't cover OPD expenses, they have to be met as out-of-pocket expenses by the policyholder. But for existing health insurance policyholders, now there's an option to cover OPD expenses.

To read the whole article click on: <https://www.financialexpress.com/money/insurance/opd-insurance-add-on-plan-to-cover-consultation-charges-launched-check-coverage/2609107/>

Lloyd's-Aon report indicates how businesses can mitigate risks arising from Russia-Ukraine conflict

The ability of businesses in all sectors to diversify and 'hedge' their portfolios and supply chains to reduce dependence on single suppliers will be key to minimising risk exposure to the Russia-Ukraine war.

Lloyd's, the world's leading marketplace for commercial and speciality risk solutions, in collaboration with global professional services firm Aon, says this in a report on the wide-ranging and long-term impacts that the conflict could have on businesses, and the steps they could take to mitigate these risks.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/81712/Type/eDaily/Global-Lloyd-s-Aon-report-indicates-how-businesses-can-mitigate-risks-arising-from-Russia-Ukraine-conflict>

IRDAI forms working group to examine accounting and profit repatriation by foreign reinsurers

The IRDAI has set up a working group to look into accounting for premiums, claims and related expenses on an estimation basis as well as the repatriation of surpluses by foreign reinsurance branches (FRBs).

The Authority says in an order that it has provided a framework for accounting by FRBs on an estimation basis. It has also been receiving requests from FRBs to be allowed to repatriate surpluses in accordance with regulations.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/81716/Type/eDaily/India-IRDAI-forms-working-group-to-examine-accounting-and-profit-repatriation-by-foreign-reinsurers>

Digital Insurance: The Necessity Of Building Trust

In service industries, many are bound by The Unattainable Triangle. You might even be operating within its three vertices and not know it: quality, speed and price – often better known as "good, fast and cheap." The Unattainable Triangle decrees that, of these three, our partners and customers can only choose two. For digital insurance, the pillars we pivot around are a little different: quality, speed and scale.

In the digital realm, we're all enabled to achieve scale at great speed. Quantity comes quickly. But how do we sustain this growth and move quickly – not just from quantity to quality but to quantity and quality?

To read the whole article click on: <https://www.forbes.com/sites/forbesbusinesscouncil/2022/07/27/digital-insurance-the-necessity-of-building-trust/?sh=26f09fa048af>

Non-life insurers not keen on paying obligatory cession to GIC Re

There is growing clamour among non-life insurers that the business they cede to General Insurance Corporation (GIC Re) should be done away with completely as the commission paid by the state-owned reinsurer does not reflect the industry cost structure.

While no formal proposal has been drafted by the industry players through the general insurance council but discussions with the Insurance Regulatory and Development Authority (IRDAI) has led to the formation of a task force to look into this aspect.

To read the whole article click on: https://www.business-standard.com/article/finance/non-life-insurers-not-keen-on-paying-obligatory-cession-to-gic-re-122072701351_1.html

After Andhra Pradesh, Telangana too rejoins crop insurance scheme

Telangana, which had opted out of the Pradhan Mantri Fasal Bima Yojana (PMFBY) citing 'highest cost of premium subsidy', is likely to re-join the crop insurance scheme.

Sources told that the Centre has agreed to the Telangana government's demand for 'universal coverage' of farmers under the scheme.

To read the whole article click on: <https://www.financialexpress.com/economy/after-andhra-pradesh-telangana-too-rejoins-crop-insurance-scheme/2608581/>

ICICI Lombard launches Motor Floater Insurance

ICICI Lombard has launched a slew of innovative solutions – Motor Floater Insurance, Pay-As-You-Use and Pay-How-You-Use – to further enrich customer experience in motor insurance.

The Motor Floater offer is in line with the recent announcement made by IRDAI. It will enable those individuals owning multiple vehicles to insure their vehicles, including cars and two-wheelers, under one policy with a single renewal date and a comprehensive cover.

To read the whole article click on: <https://www.financialexpress.com/money/insurance/icici-lombard-launches-motor-floater-insurance-check-details/2607999/>

Is there any time limit for filing motor insurance claims?

Is there any time limit for individuals to claim insurance for any damage to their vehicles due to an accident? Well, current rules under the motor vehicles act do not have a specific time limit for filing such 'Own Damage' claims. Besides, people can register a claim even months after an accident if they have an active motor insurance policy. However, in such a case, they have to provide a valid reason for filing a late claim.

To read the whole article click on: <https://www.livemint.com/opinion/online-views/is-there-any-time-limit-for-filing-motor-insurance-claims-11658946561839.html>

Singapore: MAS teams up with Google Cloud on climate FinTech

The Monetary Authority of Singapore (MAS) and Google Cloud have jointly launched the Point Carbon Zero Programme to drive the innovation, incubation and scaling of climate FinTech solutions in Asia.

To support the Programme, Google Cloud will launch the world's first open-source cloud platform dedicated to climate finance, which will facilitate the deployment of these climate FinTech solutions and their adoption by the financial sector.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/81701/Type/eDaily/Singapore-MAS-teams-up-with-Google-Cloud-on-climate-FinTech>

Insurance execs and agents can have it all -- Offline success in an online world

The life insurance industry is going through a churn, as digitalisation takes centre stage but personal interaction is still vital for its survival.

This was one key point mentioned, which was the opening day of the "Insurance Inspired 2022" virtual event that offers insights into how life insurance companies, executives, and top agents can continue to innovate their online strategy, without losing sight of the critical offline touch.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/81698/Type/eDaily/Asia-Insurance-execs-and-agents-can-have-it-all-Offline-success-in-an-online-world>

Space sector startups eye easier access to financing, insurance

India's space sector startups are looking forward to a new space policy for easier access to finance and clarity on issues related to liability in case of untoward incidents.

"A new space policy addressing various domains of space activities is being worked out," Minister of State in the Prime Minister's Office Jitendra Singh told, according to a report by Press Trust of India.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/81699/Type/eDaily/India-Space-sector-startups-eye-easier-access-to-financing-insurance>

It's Finally Time for AI in Healthcare

Artificial intelligence (AI) has been the promise of healthcare for nearly a decade, but the industry has yet to adopt it widely. Applications of AI in arguably more difficult domains, such as search, language and image recognition, have seen massive success over the past decade. While neural net algorithms and compute power have improved dramatically, AI in healthcare is still lagging

behind. The big reason these domains, and not healthcare, have been able to utilize AI tech is due to the internet's ability to make massive amounts of data available. Now data access via internet technologies is finally happening in healthcare through secure channels.

To read the whole article click on:

<https://www.forbes.com/sites/forbestechcouncil/2022/07/26/its-finally-time-for-ai-in-healthcare/?sh=ab31ed48c128>

IRDAI carrying out series of reforms for ease of doing business: Minister

The insurance regulator is carrying out a series of efficiency reforms to promote ease of doing business among insurance companies, Minister of State for Finance Bhagwat Karad has said in a written reply in the Lok Sabha.

This was in response to a question on whether the Insurance Regulatory and Development Authority of India (Irdai) is rationalising the existing framework and reducing compliance burden on regulated entities to support their growth.

To read the whole article click on: https://www.business-standard.com/article/companies/irdai-carrying-out-series-of-reforms-for-ease-of-doing-business-minister-122072601064_1.html

Demand and economic factors to determine achievability of IRDAI's growth targets for insurers

Whether life and non-life insurance companies would be able to achieve growth targets set for each of them by the IRDAI would depend on factors such as the underlying demand for insurance, macroeconomic growth and inflation.

The IRDAI, for the first time, has recently circulated “tentative targets” for growth to all insurers in order to increase insurance penetration.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/81688/Type/eDaily/India-Demand-and-economic-factors-to-determine-achievability-of-IRDAI-s-growth-targets-for-insurers>

Taiwan: Central Re's underwriting performance improves in 2021

Business at Central Reinsurance Corporation (Central Re) continued to expand in 2021 with the company maintaining a track record of positive operating results.

The reinsurer has a five-year average return on equity of 9.5% (2017-2021), based on adjusted capital and surplus, supported by positive results in both its underwriting and investment portfolios.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/81675/Type/eDaily/Taiwan-Central-Re-s-underwriting-performance-improves-in-2021>

Insurers post gains of U\$5bn from FY2016-2022 from govt-backed crop insurance plan

Insurance companies made gains of nearly INR400bn (\$5bn) in the last over five years under the central government's flagship crop insurance scheme, Pradhan Mantri Fasal Bima Yojana (PMFBY).

The profits were generated in the five full years since the inception of PMFBY in April 2016. The period covered spanned from the kharif season (summer crops) of the financial year ended 31 March 2017 (FY2017) to FY2022.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/81677/Type/eDaily/India-Insurers-post-gains-of-U-5bn-from-FY2016-2022-from-govt-backed-crop-insurance-plan>

Motor insurance: The dangers of driving a car with a lapsed policy

If you own a vehicle, it is mandatory to have a third-part insurance cover under the Motor Vehicles Act. Driving an uninsured vehicle will entail a fine of `2,000 for the first offence or imprisonment of up to three months. The amount of the fine doubles for every repeat offence. In addition to this legal aspect, there are many other factors that makes it vital for your vehicle to be insured.

To read the whole article click on:

<https://www.financialexpress.com/money/insurance/motor-insurance-the-dangers-of-driving-a-car-with-a-lapsed-policy/2603774/>

South Korea: Motor insurers appreciate the benefits of InsurTech

Motor insurers are now paying more attention to InsurTech as they seek to maintain profitability during the COVID-19 pandemic because technology allows precise analyses of policyholders' driving patterns.

Behaviour-based insurance (BBI), the latest innovation, analyses numerous variables and factors that determine appropriate premiums for each policyholder, reported The Korea Times. BBI is a version of usage-based insurance (UBI), which is focused more on gathering rather traditional information, such as mileage and the age of a driver.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/81660/Type/eDaily/South-Korea-Motor-insurers-appreciate-the-benefits-of-InsurTech>

Insurance as part of bus tickets to improve traveller safety

Insurance if not made mandatory for our cars and bikes, would be skipped by some since it feels like an additional burden on cost. When an accident free year passes, it might make you think what was the point of paying the insurance company. However, it all comes to terms one not-so-fine-day when an insurance document becomes necessary in case of a crash. Similar is the case with travel insurance. While it is mandatory for most international travel, a lot of us skip it for domestic travel. But what if it was integrated into the ticket itself? Would it improve traveller safety?

To read the whole article click on: <https://timesofindia.indiatimes.com/auto/policy-and-industry/explained-insurance-as-part-of-bus-tickets-to-improve-traveller-safety/articleshow/93021283.cms>

Four tech trends that is making insurance more customer friendly

In the past few years, technology has completely transformed the way industries operate, and the insurance sector is no exception. With the integration of technology, insurtech companies are

starting to reshape the very nature of insurance as we know it. Many insurtechs today are using tech to solve some of the core challenges that have plagued the sector for many years. Be it the policy buying experience, the complexity of products or lengthy claims procedures, tech today is enabling seamless experience for customers.

The onset of the pandemic also made many insurance companies realise the need of tech adoption and helped accelerate the migration. But what type of tech is transforming the insurance industry?

To read the whole article click on: <https://timesofindia.indiatimes.com/blogs/voices/four-tech-trends-that-is-making-insurance-more-customer-friendly/>

Soaring Inflation Makes Health Insurance Pricier. What Should You Do?

Rising inflation tends to impact our daily lives, with prices of commodities and services going up. Health insurance policies are no exception – they are becoming pricier whether you are a first-time buyer or are looking for renewal.

This is because the cost of medical treatment, equipment and medicines is increasing at a far greater rate than other commodities and services.

To read the whole article click on: <https://www.outlookindia.com/business/soaring-inflation-makes-health-insurance-pricier-what-should-you-do--news-210953>

Australia: Expert says private insurance could provide additional funding for long-term care

Additional funding for care services is required, and one way to achieve this is through the private insurance market, says Professor Michael Sherris, director of industry engagement, and a part-time professor of actuarial studies at UNSW Business School.

However, at present, there is no private insurer offering long-term care insurance in Australia, Prof Sherris says in an article published in UNSW Newsroom. In several other countries, including the UK, USA, and France, private long-term care insurance is available.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article?id=81648&Type=eDaily>

IRDAI wants to widen scope of state-level inter-institutional committee to include insurers

Insurance companies should become members of the State Level Bankers Committee (SLBC) to help boost the growth of the sector, IRDAI Chairman Mr Debasish Panda has said.

The SLBC is a state-level inter-institutional forum ensuring co-ordination between the government and banks on matters pertaining to banking development.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/81647/Type/eDaily/India-IRDAI-wants-to-widen-scope-of-state-level-inter-institutional-committee-to-include-insurers>

Please share your feedback at <http://niapune.org.in/in-feedback>

